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APPALACHIAN NURSERIES

W. J. BILLERBECK

L. F. BILLERBECK

FAIRVIEW AVENUE
WAYNESBORO, PENNA.

ADVANCE PRICE LIST LINERS FOR SPRING 1956



Phones :

Nurseries (Till 9 P. M.) 1179J
Home (Sundays & after 9 P. M.) 1179M



Members

American Association Nurserymen
Pennsylvania Association Nurserymen
Maryland Association Nurserymen

TERMS: Usual

PACKING CHARGES: Prices quoted
include all charges for packing.



ADVANCE PRICE LIST

(For Delivery Spring '56)

PRICES are FOB Waynesboro, Penna. Delivery by our truck direct to your establishment, at very reasonable rates, or you can pick up the stock with your own truck. We make no shipments by common carriers because packing costs and transportation charges are entirely out of proportion.

TERMS: Usual. No cash discounts are deductible.

RATES AND QUANTITY DISCOUNTS: Prices shown are "per 100", but apply to flatfuls. 50 - 2" banded plants are a flatful, and 100 rates apply; likewise 24 - 3" banded plants, or 20 - 3" clay pots, or 11 - 4" clay pots, in each case make a flatful, and the 100 rates apply. To illustrate, 50 Abielias in 2" bands are a flatful, and 100 rate applies; but, 11 Magnolias in 4" pots are a flatful, and are sold at 100 rate for the 11 plants. 300 or more plants of a single variety are sold at 5% off the 100 rate quoted; 1000 or more plants of a single variety are sold at 10% off the 100 rate.

OUR TRUCK DELIVERY SERVICE: Because present day packing and transportation costs are much too high, we make deliveries with our own trucks. The trucks are equipped with special bodies, and the plants are delivered in flats; thus there is no packing charge. Deliveries are made statewide to the following: all New England states, New York, New Jersey, Pennsylvania, Delaware, Maryland, Ohio, Kentucky, Virginia and West Virginia, and some sections of North and South Carolina, Illinois, Indiana, Missouri, and Eastern Michigan. We will deliver anywhere we can accumulate orders for a full minimum load. Our smaller trucks each handle 5200 plants in 2" bands (104 flats); the larger trucks each handle 13,500 plants in 2" bands or 270 flats. But deliveries will be made of lots of any quantities in the areas and states mentioned above.

DELIVERY CHARGES: 2" banded plants average a little over 60 lbs. per 100 plants (30 lb. per flat of 50). To establish equitable trucking charges to all points, the charges are based on the same principle as R. R. Express charges, except that the trucking charges are considerably lower. Take a shipment of 1500 (900 lbs., or 30 flats) 2" banded plants to Trenton, New Jersey, as an illustration; Old R. R. Express Guide shows the second class charges to Trenton for the 900 lbs. as \$26.65. Deduct 25% and you have \$19.24, which would be our charge for truck delivery. The same shipment to either New York City, Dansville, or Ithaca, N. Y.; Wheeling and Hinton, W. Va.; E. Liverpool, Ohio; Blacksburg, Chatham, and Suffolk, Va., would cost exactly the same. (Present day express costs for the same shipment would be \$36.27 plus tax.)

Full loads of 5200 plants (or 104 flats) will be billed at above schedule less 33-1/3%, and full loads of



13,500 plants (or 270 flats, if part is of 3" bands or clay pots of various sizes) will be billed at 50% from the above schedule.

Nearby points will, of course be less, whereas more distant points will be more; but you can, by using 60 lb. per 100 plants or 30 lb. per flat, and Express Scale 11, less the discount applicable, and calculate the exact cost to you of our trucking service. Or, write us and we will be happy to give you the figures.

A minimum charge of \$2.00 is made on small lots.

WE HOPE

that some of you, our good customers, will be disappointed with this list because we have had to omit our usual line of "guff". Others, we unhappily admit, will roll their eyes skyward and piously relieve themselves of a "thank heavens".

To keep the record straight, we admit that this list is a radical departure from our usual, and for some very good reasons, viz. (a) Trouble selecting a subject; (b) Hurry up job — Many requests for price lists and nothing but ancient bulletins on hand; (c) Days don't have enough hours.

Maybe you've noticed that our prior bulletins have been built with the thought of giving out with a little cultural information. Some of the smart advertising boys tell us that we're wasting a lot of money and nettling our ulcer to no good end. They say that when our customers pick up our price lists they want prices, and not a lot of drivel. They tell us that it's a wonder that anybody goes to the trouble of hunting for our prices. Some of you certainly must, however, because we do get some very fine orders from these price bulletins.

So, we've decided to find out for ourselves; — run a sort of plebiscite. If you have taken the time to read this far, give us a hand. Write us a note and tell us if we should continue "Growing Pains", which, in case you haven't previously noted, is the section of our bulletin where we have been divesting ourselves of our eloquence.

As long as you are at it, you may as well do us another favor too, and help us with the matter of a subject.

We've had several requests for cultural dope on things we propagate other than the ericaceous group of plants. Some information on the best way to handle different liner varieties, how to shape the plants from year to year; fertilizers, irrigation suggestions, etc. Would you like that?

Or, we have had a notion that a rip-snorting dissertation on nursery bookkeeping might be popular. We won't say that we like to pay Income Taxes, but we will say that we definitely don't like to pay more than we should. How to keep your records may have



a lot to do with how much you pay. Keeping the right kind of records is almost as important as selling the stuff you grow.

To do it right without a lot of office overhead can be quite a trick. But if your office overhead who keeps your books is a cute dish and you don't intend to can her anyway, please excuse us for having mentioned the matter.

Tell us if you want us to continue "Growing Pains" and if so, what coverage, and we'll try to produce it for you in our winter bulletin.

Banded Shrubs and Evergreens

For 1956 Shipment

2" BANDS EXCEPT AS NOTED

Shipments will begin about May 1st to 10th.
See "Our Truck Delivery Service" on page 2.

RATES: Prices are "per 100"; 50 or more 2" banded plants at the 100 rate; 24 (a flatfull) or more 3" banded plants at the 100 rate; 300 or more of a single variety at 5% off prices quoted; 1000 or more of a single variety at 10% off prices quoted. Minimum orders, 50 2", or 24 3" banded plants of a variety.

AZALEAS

Read this! It's important.

Any nurseryman who gets close to this Azalea deal will quickly agree that there are just too many good varieties.

Until a few years ago, when anyone in this part of the country mentioned Azaleas, he meant Hinodegiri, Coralbells, and possibly one or two others. Today, smart nurserymen and landscape men have learned that they can double and triple their Azalea profits by having Azaleas in bloom to sell over a longer period of time. By growing and/or offering early to very late blooming kinds, these chaps have increased their Azalea sales many times.

So, after all, there are some very good reasons for all of these varieties.

Talls, medium, and dwarf types. And you can have your pick of pure white, through pinks, lavender and orange to deep reds. By careful selection, a landscape planting of Azaleas can be arranged so that it will completely and entirely change color several times before all are through blooming. And, garden



Azaleas (Continued)

markets are particularly blessed, because each former customer becomes a better prospect as each new lot comes into bloom.

Make more Azalea dollars by selecting from this choice Azalea list carefully.

Sizes of bands in parenthesis indicate sizes offered. 2" bands rooted 1955; 3" bands rooted 1954, and shifted from 2" to 3" bands in fall '54. 2" bands are 50 plants to flatful (at 100 rate); 3" bands are 24 to flatful (at 100 rate).

ARNOLDIANA AZALEAS: A group of extremely hardy plants, but color range much limited.

Prices: 2" bands \$15.00 per 100; 3" bands \$25.00 per 100.

CARDINALIS. Probably best of group; medium tall; early midseason; single 1 $\frac{1}{4}$ "; violet red. (2" & 3" bands.)

GABLES HYBRID AZALEAS: This group contains plants of a wide range of colors; some are very dwarf; others tall and upright. We consider the Gables of the best for our area where temperatures range to, and sometimes below zero. Those marked with asterisk (*) we have only in small quantities.

Prices: 2" bands \$15.00 per 100; 3" bands \$25.00 per 100.

* **BOND STREET.** Medium spreading; midseason; 2" single pink. (2" bands only.)

BOUDOIR (18G) Spreading; late midseason; single 1 $\frac{1}{2}$ "; violet red with darker blotch. (2" bands only.)

CAMEO (2G) Upright; medium height; late; single hose-in-hose; 1 $\frac{1}{2}$ " shell pink. (2" bands only.)

CAROL (B8G) Low, late midseason; single hose-in-hose; 1 $\frac{1}{4}$ " violet red; very hardy. (2" bands only.)

CAROLINE GABLE. (96G) Low; hardy; late midseason; single hose-in-hose; 1 $\frac{1}{2}$ " red with darker blotch. (2" and 3" bands.)

CHARLOTTE (52G) Tall spreading; early midseason; single reddish violet with red blotch. (2" bands only.)

CHINOOK (11G) Tall, upright; early midseason; single hose-in-hose; 2 $\frac{1}{2}$ " orange red. (2" bands only.)

CLARET (10G) Low; early midseason; single; 1 $\frac{1}{2}$ " dark red. (2" bands only.)

CORSAGE (16G) Medium spreading; strong grower; single 2 $\frac{1}{2}$ " orchid; fragrant. (2" bands only.)

ELIZABETH GABLE. (21G) Spreading; medium height; late; single frilled; 2 $\frac{1}{2}$ " red with darker blotch; very hardy. (2" bands only.)

* **ETHELWYN.** (49G) Medium tall; compact; midseason heavy bloomer; 2 $\frac{1}{2}$ "; single light pink. (2" bands only.)

* **FRINGED BEAUTY.** Upright midseason; 2" single pink; fringed flower. (2" bands only.)

* **FUCHSIA** (F4G) Spreading, late midseason; single hose-in-hose; 1 $\frac{1}{2}$ " violet red; fragrant. (2" bands only.)

* **GABLES FLAME** (C4G) Medium height; spreading; late midseason; single hose-in-hose; frilled 1 $\frac{3}{4}$ "; orange red. (2" bands only.)



Gables Hybrid Azaleas (Continued)

- ISABEL.** Tall; loose; midseason; 1½" uprite pink; single. (2" bands only.)
- JAMES GABLE (F1G)** Upright; tall; early midseason; single hose-in-hose; 2" red with darker blotch. (2" bands only.)
- * **LA LUMIERE (100G)** Spreading; late; 1¾" very double; orange red. (2" bands only.)
- * **LOUISE GABLE (13G)** Spreading; low dense; late; semi-double; 2¼" violet red. (2" bands only.)
- MARYANN (38G)** Low, dense, spreading; midseason; semi-double; 2¼" violet red; profuse bloomer. (2" bands only.)
- MARY FRANCES HAWKINS (C3G)** Spreading; late; single; hose-in-hose; 2"; pink; hardy. (2" bands only.)
- MILDRED MAE. (69G)** Tall; early midseason; single 2¾"; reddish violet with brown blotch. (2" and 3" bands.)
- * **OLD FAITHFUL. (136G)** Tall; early midseason; single; 2¼"; reddish violet with darker blotch. (2" bands only.)
- POLARIS (118G)** Spreading; late midseason; 2¼"; white. (2" bands only.)
- PURPLE SPLENDOR (C1G)** Tall; upright; midseason; single hose-in-hose; frilled 1¾" dark purple. (2" bands only.)
- ROSEBUD (D5G)** Low spreading, dense; late; double roselike blooms; 1¾"; violet red. (2" and 3" bands.)
- ROSE GREELEY (D3G)** Low spreading; dense; early midseason; single hose-in-hose; white; sweetscented. (2" and 3" bands.)
- SUSAN (54G)** Spreading; medium hardy; very late; single; 2¼" salmon pink. (2" and 3" bands.)
- * **B7G.** Medium height; upright; midseason; single hose-in-hose; frilled 1¾" orange red. (2" bands only.)
- C2G.** Single; hose-in-hose; exceptionally hardy; medium spreading. (2" bands only.)
- C5G.** Spreading; late; 2" double red. (2" bands only.)
- F3G.** Spreading; late; hose-in-hose; 2" blood red; (recently named "Campfire"). (2" bands only.)
- * **H12G.** Dwarf; compact; late double; Beni Kirishima hybrid but much hardier; bright scarlet. (2" bands only.)
- J13G.** Spreading; midseason; 2" single; hose-in-hose; salmon purple. (2" bands only.)
- 51G.** Spreading; late midseason; single 3" orchid. (2" bands only.)
- K10G.** Upright; good grower; late midseason; single; hose-in-hose; very showy; brilliant flame red. (2" bands only.)

GLENN DALE AZALEAS: Until the '54-55 winter, this group was thought by many nurserymen to consist of varieties which could be classed as dependably hardy only as far north as Baltimore and Washington. However, the winter of '54-55 sorted the sheep from the goats. Many of the Glenn Dales went through several nights of 5 to 8 degrees, and not only suffered no damage, but set full crops of blooms. Others of the Glenn Dale group did show much winter damage, but of the varieties listed below all came through in fine condition. Most of this group are especially desirable for extremely large flowers, which of course makes them very showy plants. (Those marked with an asterisk (*) we have only in very limited quantities.)

Prices: 2" bands \$15.00 per 100; 3" bands \$25.00 per 100.



Glenn Dale Azaleas (Continued)

- * **ANDROS.** Medium tall; spreading; late midseason; double; 2 $\frac{1}{4}$ " ; mallow pink. (2" bands only.)
- ANTHEM.** Medium tall; upright; late midseason; 3" rose pink. (2" bands only.)
- BOUNTIFUL.** Medium height; spreading; single frilled; 3" ; late midseason; Phlox purple. (2" bands only.)
- CAVALIER.** Medium height; spreading; single; early; 1 $\frac{1}{2}$ " ; orange. (2" bands only.)
- * **CON AMORE.** Medium height; dense; spreading; early; single; 2 $\frac{1}{2}$ " ; deep rose pink. (2" bands only.)
- DAPHNIS.** Medium height; spreading; early midseason; single; 2 $\frac{1}{4}$ " tyrian pink. (2" bands only.)
- DELOS.** Medium tall; spreading; late midseason; double; 2 $\frac{1}{4}$ " ; deep rose pink; buds are like rosebuds. (2" bands only.)
- DREAM.** Tall; spreading; early single; 2 $\frac{3}{4}$ " ; deep rose pink. (2" bands only.)
- FAIRY BELLS.** Tall; spreading; single; hose-in-hose; pendant; 2 $\frac{1}{4}$ " ; red. (2" bands only.)
- FASHION.** Medium tall; early midseason; single; hose-in-hose; 2" orange with red blotch. (2" bands only.)
- * **F. C. BRADFORD.** Medium height; spreading; early; midseason; single; 2 $\frac{1}{2}$ " rose with red edge. (2" bands only.)
- GAIETY.** Spreading; medium height; single; 3" ; red; late midseason. (2" and 3" bands.)
- GLACIER.** Upright; medium height; early midseason; single; 2 $\frac{1}{4}$ " ; white. (2" and 3" bands.)
- HARLEQUIN.** Medium height; spreading; single white striped violet. (2" bands only.)
- ILLUSION.** Dense; upright to 4 ft.; single; early; 2 $\frac{1}{2}$ " ; deep rose pink. (2" bands only.)
- IVORY.** Medium height; broad spreading; very early; single; 3 to 4" ; white; quite hardy. (3" bands only.)
- LADYLOVE.** Medium height; spreading; single; 3" ; deep rose pink. (2" bands only.)
- MANHATTAN.** Medium height; late midseason; spreading; single; 2 $\frac{1}{2}$ " ; amaranth pink. (2" bands only.)
- * **MORNING STAR.** Erect spreading; rose with yellow undertone; early. (2" and 3" bands.)
- NERISSA.** Medium height; spreading; single; 1 $\frac{1}{2}$ " ; pink with faint yellow; very fine. (2" bands only.)
- PALADIN.** Medium height; spreading; late midseason; 2 $\frac{1}{2}$ " ; somewhat ruffled; mallow purple. (2" and 3" bands.)
- ROSETTE.** Medium height; upright; early; double; 3 $\frac{1}{2}$ " to 4" ; light purple. (2" and 3" bands.)
- SEBASTIAN.** Medium tall; open growth; early single; hose-in-hose; rose color. (2" bands only.)
- * **SIGNAL.** Medium tall; upright; early midseason; single rose red. (2" bands only.)
- STARDUST.** Somewhat larger spreading; white. (2" bands only.)
- TREASURE.** Medium height; spreading; early midseason; single 3 $\frac{1}{2}$ " to 4 $\frac{1}{2}$ " white; better than indica alba which it resembles. (2" and 3" bands.)
- TROUPER.** Medium height; dense; midseason; 1 $\frac{1}{2}$ " ; pink to orange; single (2" bands only.)
- * **VINTAGE.** Low spreading; early midseason; single; 2" ; pale rosolane purple. (2" bands only.)



Azaleas (Continued)

KURUME AZALEAS: America's best known and most popular group of evergreen Azaleas. Most are dwarf in habit of growth, although some few are upright. All are dense and shapely. Most bloom early or early midseason. (Those marked with an asterisk (*) we have only in very limited quantities.)

Prices: 2" bands \$15.00 per 100; 3" bands \$25.00 per 100, except hinodegiri and hexe which are 2" bands \$12.50 per 100 and 3" bands \$22.50 per 100.

AMOENA (Amoenum). Medium tall; spreading; dense; early midseason; single; hose-in-hose; $\frac{7}{8}$ " ; violet red; quite hardy. (2" bands only.)

AMOENA COCCINEA (Amoenum). Medium height; spreading; dense; early midseason; single; hose-in-hose; $\frac{7}{8}$ " ; red; hardier than many in this group. (2" bands only.)

AMOENA SUPERBA (Amoenum). Same as above but dark purple. (2" bands only.)

* **BRIDESMAID.** Low; compact; single; early; light salmon pink. (2" bands only.)

* **CARMINATA SPLENDENS (Amoenum).** Medium height; spreading; dense; early midseason; bright red. (2" bands only.)

CORALBELLS. Low; spreading; early midseason; single; hose-in-hose; $1\frac{1}{8}$ " ; deep pink. (2" and 3" bands.)

DOUBLE HINODEGIRI. Same as hinodegiri except that blooms are hose-in-hose. (2" bands only.)

* **ELEANOR ALLEN.** A pink hinodegiri; new. (3" bands only.)

FIREFLY. Spreading; early midseason; deep orange; quite hardy. (2" and 3" bands.)

FLAME KURUME. (Proper name Benefudi). Low; early, evergreen; salmon; (2" and 3" bands.)

* **FRIGID (Deerfield).** Upright; medium height; early; single; $1\frac{1}{2}$ " ; white. (2" bands only.)

HEXE. Spreading; low dense; late midseason; hose-in-hose; $1\frac{3}{4}$ " ; violet red. (2" and 3" bands.)

* **HIAWATHA (Pericat).** Medium height; spreading; single; $1\frac{1}{2}$ " ; single; hose-in-hose; red. (3" bands only.)

HINOCRIMSON. Spreading; medium height; early midseason; $1\frac{1}{2}$ " ; red. (2" bands only.)

HINODEGIRI. Spreading; medium height; early midseason; single; $1\frac{1}{2}$ " ; red. (2" and 3" bands.)

HOWELLS SUPREME. Spreading; early midseason; single; 2" red. (2" bands only.)

ICELAND (Deerfield). Low spreading; late midseason; single; $2\frac{1}{4}$ " ; white. (2" bands only.)

* **MAY GLORY (DeWilde).** Like hinodegiri in form and color, but several days later. (2" bands only.)

MRS. ADDY WHERRY. Medium height; dense; single; early; deep blood red. (2" bands only.)

POLAR (Deerfield). Upright medium; early; single; hose-in-hose; $1\frac{1}{2}$ " ; white. (2" and 3" bands.)

SHERWOODI (or Sherwood Orchid). Medium height; spreading; early midseason; 2"; orchid; hardier than most in Kurume group. (2" and 3" bands.)

SHERWOOD CERISE. Same as above, but with Cerise pink blooms. (2" bands only.)



Kurume Azaleas (Continued)

- SHERWOOD RED.** Same as above, but with blood red blooms. (2" bands only.)
- SHIMMER.** Low spreading; early midseason; single rose pink. (2" bands only.)
- SNOW.** Medium height; upright; dense; early midseason; single; hose-in-hose; excellent white. (2" bands only.)
- * **SWEET BRIAR.** Medium height; spreading; early midseason; single hose-in-hose; 1½"; white flushed red. (3" bands only.)
- YAESHOJO.** Upright; tall; early midseason; single; hose-in-hose; 1½"; orange red. (2" bands only.)

KAEMPHERI HYBRID AZALEAS: Most are tall, and hardier than the Kurumes; handsome plants, with ample blooms; and they follow each other to cover a long period of the season. Excellent growers; very little pampering required.

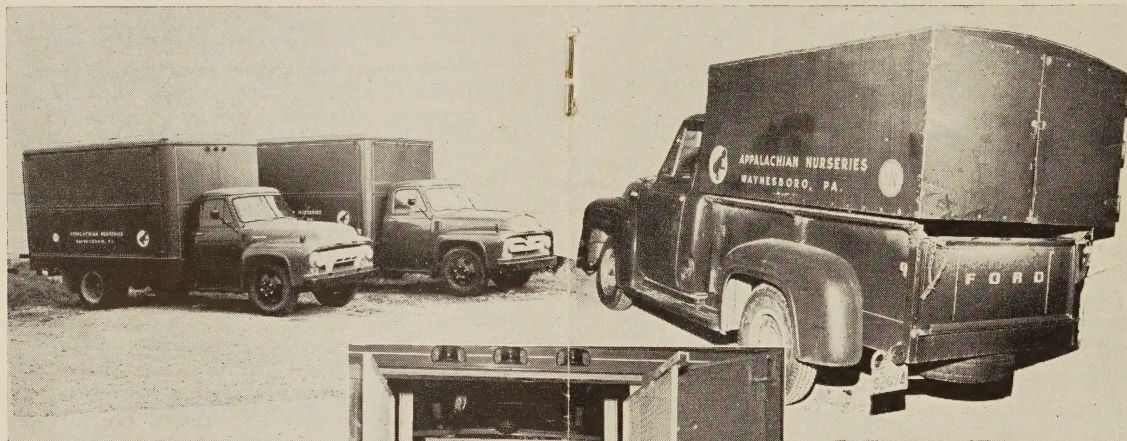
Prices: 2" bands \$15.00 per 100; 3" bands \$25.00 per 100.

- BETTY.** Medium height; upright; early midseason; single; 2"; red. (2" bands only.)
- CARMEN.** Tall, upright; early midseason; single; 2½"; crimson red with brown blotch. (2" bands only.)
- FEDORA.** Medium height; upright; early midseason; 2"; violet red. (2" bands only.)
- FIREBALL.** Tall, spreading; midseason; single; 2 to 2½"; pink; showy. (2" and 3" bands.)
- GRETCHEN.** Medium height; upright; late midseason; single; 2"; reddish violet with blotch. (2" and 3" bands.)
- LAKME.** Medium height; medium spread; single 2"; red. (2" and 3" bands.)
- LILAC TIMES.** Tall; early midseason; single 2½"; purple with orange shading in center. (2" bands only.)
- MAROON.** Tall, compact; midseason; single 2½" - 3"; maroon. 2" bands only.)
- MARY.** Medium height; upright; early midseason; single 2½"; violet red. (2" bands only.)
- MRS. DOORENBOS.** Medium height; upright; single 2¼"; vermillion red. (2" bands only.)
- OTHELLO.** Medium height; upright; early midseason; single 2"; claret red. (2" and 3" bands.)
- PURPLE KING.** Tall upright; early midseason; single 1¾"; purple. (2" and 3" bands.)

**YOU CAN'T GET JAPANESE BEETLES
FROM US!**

Everything we have on the place, including stock in pots, bands and in the field is certified by the U. S. D. A. to be free of Japanese Beetles. Ask for certificate if your's is a certified nursery.

This Delivery Service Of Ours



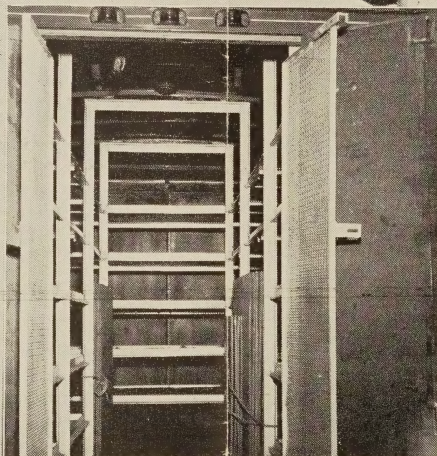
Getting these fine plants of ours ready for market is only part of the job. Putting them in your hands in perfect condition has become another one of our accomplishments, of which we are proud.

Heaven forbid that we should leave the impression that we are casting reflections upon our good competitors, but most of them tell you on the front pages of their catalogs:—"Our responsibility ceases when delivery is made to carrier".

Our magnanimous and noble heart just will not permit us to assume such an unco-operative attitude. Instead, we have instituted a trucking service that is turning out to be our pride and joy. These trucks bring your plants right to your door. You have no delayed or lost shipment risks.

Maybe we shouldn't try to appear to be so sanctimonious, so let us tell the whole truth. Plants in bands and pots are darned hard to pack for shipment. It takes really good packers, and some expensive packages. We wouldn't dare charge for time and materials required to pack our plants for Express or Motor Freight. Then, there'd be the transportation to pay too. Together, the packing and transportation would come to almost as much as the plants in almost every case, and sometimes would amount to more. And brother, would that cause consternation in some quarters!

So, quoting an old Chinese friend of ours "If you know you're going to get it, and there's nothing you can do about it, you might as well enjoy it."—we decided to make our truck service not just "good" but "best". In explanation for our initial lack of enthusiasm for this truck program, let us say that we didn't think that it was a part of the nursery business. We have since learned that our trucking service is wonderful for business.



"The 'Insides' of One of The Big Ones

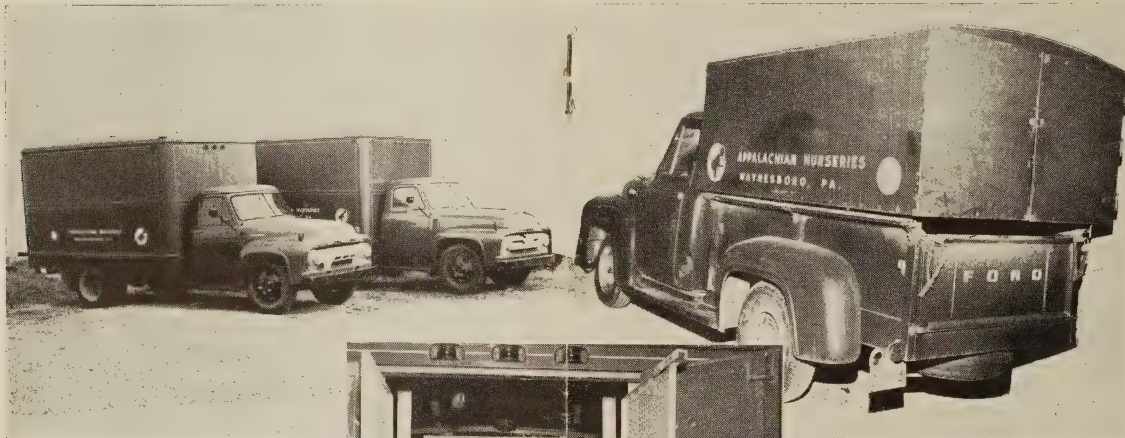
Maybe it would have looked more impressive if we had gotten all of our trucks together before taking the above photos, but too many were out on the job. We have three of the big fellows shown on the left above, and scads of the little boys. The big jobs handle 270 flats each, and do duty to the bigger buyers. The little ones haul 104 flats, and they do the hard work. In and out like a batch of beavers, they certainly haul an impressive lot of merchandise away from this joint. Then, every few days we make a milch-cow run with a big one. Load a couple of little fellows for long hauls;—have a big one with a lot of small orders follow, and drop a few of the best orders, and then he parks;—then the couple of little guys come along and unload him. Works good to get the stock away quickly and efficiently.

It is not our wish to make any profit on the trucking. In fact, as we have learned more about it, we have become more efficient in planning loads, routing, and all other phases of the program. As a result the costs have gone down. And this year, we are making some new breaks and discounts in trucking charges. Delivery charges on 104 flats or more will carry a 33-1/3% discount as compared to 25% in former seasons, and 270 flats (13,500 in 2" bands) will be at 50% discount as compared to former 33-1/3%. The discounts are from old Express scale 11, which was our original basis for delivery charge.

To put the whole mess in one sentence let us say that we deliver for 35% to 50% less than present day, second class Express rates, and the plants are left in the flats or pots in which they were grown. You benefit by these lower costs.

Like the bird on the radio who tells you how much you save by buying larger quantities of his stuff, let us say that the more you order, the more you save on transportation.

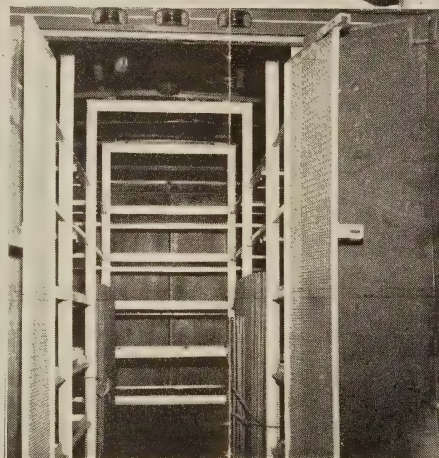
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Maybe we shouldn't try to appear to be so sanctimonious, so let us tell the whole truth. Plants in bands and pots are darned hard to pack for shipment. It takes really good packers, and some expensive packages. We wouldn't dare charge for time and materials required to pack our plants for Express or Motor Freight. Then, there'd be the transportation to pay too. Together, the packing and transportation would come to almost as much as the plants in almost every case, and sometimes would amount to more. And brother, would that cause consternation in some quarters!

So, quoting an old Chinese friend of ours "If you know you're going to get it, and there's nothing you can do about it, you might as well enjoy it."—we decided to make our truck service not just "good" but "best". In explanation for our initial lack of enthusiasm for this truck program, let us say that we didn't think that it was a part of the nursery business. We have since learned that our trucking service is wonderful for business.

Maybe it would have looked more impressive if we had gotten all of our trucks together before taking the above photos, but too many were out on the job. We have three of the big fellows shown on the left above, and seeds of the little boys. The big jobs handle 270 flats each, and do duty to the bigger buyers. The little ones haul 104 flats, and they do the hard work. In and out like a batch of beavers, they certainly haul an impressive lot of merchandise away from this joint. Then, every few days we make a milch-cow run with a big one. Load a couple of little fellows for long hauls; have a big one with a lot of small orders follow, and drop a few of the best orders, and then he parks;—then the couple of little guys come along and unload him. Works good to get the stock away quickly and efficiently.

It is not our wish to make any profit on the trucking. In fact, as we have learned more about it, we have become more efficient in planning loads, routing, and all other phases of the program. As a result the costs have gone down. And this year, we are making some new breaks and discounts in trucking charges. Delivery charges on 104 flats or more will carry a 33-1/3% discount as compared to 25% in former seasons, and 270 flats (13,500 in 2" bands) will be at 50% discount as compared to former 33-1/3%. The discounts are from old Express scale 11, which was our original basis for delivery charge.

To put the whole mess in one sentence let us say that we deliver for 35% to 50% less than present day, second class Express rates, and the plants are left in the flats or pots in which they were grown. You benefit by these lower costs.

Like the bird on the radio who tells you how much you save by buying larger quantities of his stuff, let us say that the more you order, the more you save on transportation.



Yerkes Azaleas (Continued)

MAJESTIC PINK. Upright midseason; single hose-in-hose; 1 $\frac{3}{4}$ " ; rose pink. (2" bands only.)

PINK PROFUSION. Upright, midseason; single hose-in-hose; 2" ; light pink. (2" bands only.)

ROSE GLORY. Upright; midseason; single hose-in-hose; 1 $\frac{3}{4}$ " ; rose with darker blotch. (2" bands only.)

SPECIES AZALEAS: These are natives of America and the Orient. As a whole they are very hardy. All are nursery grown from seeds and are 2 years and 3 year plants.

Prices: 2" bands \$12.50 per 100; 3" bands \$22.50 per 100.

ARBORESCENS. (Sweet Azalea). Tall, upright; deciduous; very late blooming; native to Penna. Flowers 2"; strong heliotrope fragrance; white with pink or reddish flush. (2" bands only.)

CALENDULACEUM. (Native Flame Azalea). Tall; upright; deciduous; late blooming. Native to Ohio & Penna. Blooms 1 $\frac{1}{2}$ " - 2" in fine range of colors from yellow through orange to red. (2" bands only.)

MOLLIS HYBRIDS. Tall; upright; deciduous; single 2 $\frac{1}{2}$ " - 3"; blooms from pure white through yellow orange, pink to red. (2" band only.)

MUCRONULATUM. Medium tall; spreading; deciduous; very hardy; Korean and Siberian native. Blooms early and freely with Forsythia; single 2"; pleasing rose purple. (2" bands only.)

POUKHANENSIS. (Korean Azalea). Persistent leaved, but not evergreen as Kurumes, etc. Low, spreading, early midseason; single 2"; reddish violet. Mild fragrance; very hardy.

SCHLIPPENBACHI. Tall; spreading; deciduous; extremely hardy; native to Northern Korea and Manchuria; early; single 2 - 4" flowers; white flushed violet. (2" and 3" bands.)



We have some very fine Ilex for you this year.



Azaleas (Continued)

MUCRONATUM AZALEAS: Hardy along the East coast to Long Island. Most varieties have delicate fragrance. Vigorous growing plants, with large flowers. (Those marked with an asterisk (*) we have only in very limited quantities.)

Prices: 2" bands \$15.00 per 100; 3" bands \$25.00 per 100.

* **DAMASK ROSE.** Medium height; spreading; midseason; single 3"; white flashed violet red with red blotch. (2" and 3" bands.)

INDICA ALBA. (or *ledifolia alba*). Medium to tall; spreading; early midseason; single 3"; pure white. (2" and 3" bands.)

* **LEDIFOLIA MAGNIFICIA.** Like *indica alba*, but pink with deeper blotch. (3" bands only.)

VUYKIANA AZALEAS. These are reported to be hybrids of a *mollis* variety and *kaempferi*. That should give them unusual hardiness. In any event, late blooming, large flowers, and good colors make these very desirable Azaleas.

Prices: 2" bands \$15.00 per 100; 3" bands \$25.00 per 100.

ANTIQUÉ. Medium height; very double; 2¾"; deep pink; very fine blooms 3 weeks after *hinodegiri*. (2" bands only.)

DOUBLE RED. Medium height; spreading; 2½"; late midseason; double red. (2" bands only.)

MOZART. Medium height; 2½"; single; late midseason; violet red. (2" bands only.)

PALESTRINA (or Wilhelmina). Medium height; single 2¼"; white with chartreuse blotch; late midseason; very fine white. (2" and 3" bands.)

QUEEN WILHELMINA (or Orange Red). Medium height compact; 3½" single; orange red. Blooms late; excellent. (2" bands only.)

ROSE RED. Medium height; compact; late; 3½" single; deep rose. (2" and 3" bands.)

SIBELIUS. Medium height; compact; late midseason; 2"; orange red with chocolate blotch. (2" bands only.)

YERKES AZALEAS: The late Guy E. Yerkes developed this group at the Plant Industry Station of the USDA. While his purpose was to develop Azaleas for greenhouse forcing, the varieties have proved to be as hardy as most of the Kurumes, and may be safely planted wherever the Kurumes can be grown.

Prices: 2" bands \$15.00 per 100; 3" bands \$25.00 per 100.

GUY YERKES. Upright midseason; single hose-in-hose; 2"; salmon pink with dark red blotch. (2" bands only.)

H. H. HUME. Spreading; midseason; single hose-in-hose; 2"; white. (2" bands only.)



Banded Shrubs and Evergreens (Continued)

ENKIANTHUS companulatus. (Dense drooping racemes of bell-shaped yellowish flowers. Ericaceous; needs sand-peat soil mixture.) -----	13.50
ERICA darleyensis. (Winter-blooming Heath. Low evergreen, gray-green foliage. Blooms lavender very early in spring. Makes fine pot plant. Grows easily. Good money-maker. Likes Domestic Peats.) -----	10.00
EUONYMUS alatus. (Winged Burningbush.) -----	12.50
EUONYMUS alatus compactum. (Compact Winged Burningbush.) -----	12.50
EUONYMUS fortunei acutus (Excellent prostrate ground covering vine. Dark green foliage and does well in full sun to full shade. Extremely hardy.) -----	11.00
EUONYMUS fortunei erecta. (Some nurserymen call it small-leaved patens, but it is more upright than patens. Good color and good plants.) -----	11.00
EUONYMUS patens. (One of the best evergreen shrubs. Grows to 6 feet; rich deep green foliage which remains almost all winter; easily grown.) -----	11.00
EUONYMUS radicans erecta. (Saracoxie) (Hardy compact evergreen. Rapid upright grower with foliage similar to vegetus.) -----	11.00
EUONYMUS radicans vegetus. (Big-leaved Wintercreeper; evergreen with scarlet fruit.) -----	11.00
FORSYTHIA Lynwood Gold. (Deep yellow, and one of the best new Forsythias available.) -----	9.00
FORSYTHIA Spring Glory. (Fine new pale yellow and very heavy blooming.) -----	9.00
HAMAMELIS virginiana. (Witch Hazel. Yellow ribbon-like flowers in late fall. Good in moist, shady locations.) ----	9.00
HYDRANGEA Fr. Nikko Blue. (New; supposed to be much hardier, and to have withstood temperatures of 20 below zero; blooms pink on alkaline soils; blue on acid soils.) -----	9.00
ILEX aquifolium. (English Holly in unnamed varieties, but all selected for exceptional berry bearing quality and hardiness.) -----	35.00
ILEX aquifolium named varieties. (We have moderate quantities of some very fine named varieties of English Hollies in 2" bands. Ask for special list of varieties.) -----	45.00
ILEX aquifolium male. (You'll need some of these to pollenate the female blooms for berries. The male clone does not bear berries.) -----	35.00
ILEX cornuta burfordi. (Burford's Chinese Holly; shiny dark green leaves; berry-bearing; hardy here; we have never considered this too hardy; but we learn that some very fine plants are growing on the grounds of the Boyce Thompson Institute at Yonkers, N. Y., and have been there for a number of years. The variety is very desirable if you can winter it.) -----	25.00
ILEX crenata convexa-bullata. (Lots of noise about this one! A Japanese Holly with dark, shiny green leaves, black berries; fine low foundation plant; in good demand.) -----	15.00
ILEX crenata helleri. (Very dwarf and slow-growing form of Japanese Holly.) -----	15.00
ILEX crenata Hetzi. (Convex leaves about double in size of convexa leaf described above with good deep green color.) -----	15.00
ILEX crenata microphylla. (Little leaf Japanese Holly.) -----	15.00
ILEX crenata rotundifolia. (Roundleaf Jap. Holly. Grows about as broad as high. Excellent broadleaved 'green.) -----	15.00



Banded Shrubs and Evergreens (Continued)

ILEX crenata Stokes Dwarf. (Plant patent number 887; this is a new very dwarf variety of extreme hardiness. Unlike many of the dwarf crenata types, the foliage is not straggely, but the plant forms a nice compact specimen. Grows slowly, but we predict it will be in wonderful demand as soon as the stock can be built up in the nurseries.) -----	20.00
ILEX crenata uprite. (Grows larger and bulkier than most of the crenatas, and has very dark green foliage. Extremely hardy.) -----	15.00
ILEX opaca femina. (American Holly of berry-bearing form. It is our effort to grow only the hardest forms, especially selected for berry-bearing quality. Unnamed varieties are offered at.) -----	25.00
ILEX opaca femina named varieties. (Write for special list of varieties available.) -----	35.00
ILEX opaca mascula. (Male American Holly; no berries, but you will need some of these to pollenate femina blooms for berries.) -----	25.00
ILEX pernyi. (A very dwarf, compact Chinese form with plenty of spines. Grows slowly, and about the same height as spread. Red berries.) -----	25.00
JASMINUM nudiflorum. (Winter Jasmine; bright yellow forsythia-like flowers very early in spring; foliage and stems are evergreen.) -----	11.00
JUNIPERUS chin. pfitzeriana. (Pfitzer's Juniper.) -----	15.00
JUNIPERUS chin. pfitzeriana aurea. (Golden-tip pfitzer's Juniper.) -----	15.00
JUNIPERUS chin. pfitzeriana compact. (Compact form of Pfitzer's Juniper; doesn't grow quite so clumsy and large as common Pfitzers. Most nurserymen who grow this consider this a much better evergreen than J. pfitzeriana.) -----	15.00
JUNIPERUS chin. pfitzeriana nana. (Very dwarf form of Juniperus Pfitzeriana.) -----	16.50
JUNIPERUS communis depressa plumosa. (Andorra Juniper, or purple Spreading Juniper; low spreading type; some don't like it, but it probably makes the nurseryman more money than any evergreen he grows.) -----	12.50
JUNIPERUS communis hibernica. (Irish Juniper; narrow uprite form with blue-gray foliage.) -----	12.50
JUNIPERUS glauca hetzi. (Hetz's Blue Juniper; grows well; makes up quickly and a good 'green.) -----	15.00
JUNIPERUS Nelson's Blue. (Here is a new Juniper which probably has not been officially named, but which makes up very quickly into a nice compact spreading form, and is very attractive. It is definitely a chin. form, and of the general shape of the J. pfitz. compacta, although it grows more quickly and has a better color.) -----	15.00
JUNIPERUS sabina. (Savin Juniper.) -----	15.00
KALMIA latifolia. (Mountainlaurel; ericaceous; needs peaty soil.) -----	13.50
KALMIA latifolia. (We have a few in 3" bands.) -----	25.00
KOLKWITZIA amabilis. (Beautybush. Does well in poor soils and is perfectly hardy. Blooms much like Abelia.) -----	12.50
LEUCOTHOE catesbaei. (Drooping Leucothoe or Andromeda. Does well with Azaleas and Rhododendrons.) ---	15.00
LIGUSTRUM ib. regelianum. (Regal Privet; and these are true "regals".) -----	9.00
LIGUSTRUM ib. vicary. (New golden-leaved form.) ----	9.00



Banded Shrubs and Evergreens (Continued)

LIGUSTRUM ov. aureum. (Golden variegated Privet; nice where you need color contrast.) -----	8.00
MAGNOLIAS. (See page 19.)	
MAHONIA aquifolia. (Oregon Hollygrape; evergreen shrub with yellow berries and holly-like foliage.) -----	13.50
MYRICA pensylvania. (Northern bayberry or candleberry; fairly large shrub; gray berries and bark are highly fragrant.) -----	13.50
PHILADELPHUS corn. aureus. (Golden-leaved Mock-orange in great demand.) -----	12.50
PHILADELPHUS virginalis. (Virginal mockorange; stock plants from which cuttings were taken were "rogued" several years to leave only true double flowering type.) -----	10.00
PIERIS floribunda. (Mountain Pieris; ericaceous evergreen shrub with bell-shaped flowers in racemes. Needs peaty soils.) -----	15.00
PIERIS japonica. (One of our most popular items. Long racemes of small flowers like Lily of the Valley blooms. Likes moist (not wet) well drained locations, and is considered one of the easier to grow ericaceous plants. We have them in quantity.) -----	15.00
POTENTILLA Gold Drop. (Small compact shrub; 2 to 2½' high with fern-like leaves; blooms June to October; hardy.) -----	9.00
PYRACANTHA cocc. lalandi. (Laland's Firethorn. Thorny bush with orange berries; sells well. Keep it planted in pots; it is difficult to transplant when it gets larger.) -----	12.50
RETINOSPORA ob. crispisi. (Golden semi-dwarf form. The obtusa Retinosporas are really nice evergreens; much better than the better known R. pisifer forms.) -----	22.50
RETINOSPORA ob. cyano viridis. (A comparatively new evergreen with very light blue foliage, somewhat similar to the old R. squarrosa veitchi; this variety however is somewhat smaller growing, and of much better type of evergreen. Makes up quickly.) -----	22.50
RETINOSPORA ob. gracilis. (Grows very much like the well known plumosa, in form, except that it is probably a little larger at the base, and somewhat slower growing. A good evergreen.) -----	22.50
RETINOSPORA plumosa. (Plumed Retinospora; grows easily and quickly and stands shearing well; plant for quick turnover.) -----	12.50
RETINOSPORA plumosa aurea. (Golden-tipped form of the above.) -----	12.50
RETINOSPORA plumosa aurea Golddust or Lovetti. (More dwarf. with tips of foliage golden-flecked; very nice Ret.) -----	12.50
RETINOSPORA plumosa lutescens. (Football Cypress. Low, golden-flecked and one of the better Ret's.) -----	12.50
RHODODENDRON carolinianum. (Carolina Rhod. nursery grown seedlings, hardy over wide area; pink blooms earlier than most Rhod.) -----	15.00
RHODODENDRON carolinianum. (We have few in 3" bands.) -----	30.00
RHODODENDRON catawbiense. (Catawba Rhod. nursery-grown seedlings; hardy; buds deep purplish-red, open to crimson.) -----	15.00
RHODODENDRON catawbiense. (We have a few in 3" bands.) -----	30.00
RHODODENDRON hybrid seedlings. (Nursery grown seedlings from seeds of red blooming hybrids.) -----	15.00



Banded Shrubs and Evergreens (Continued)

RHODODENDRON hybrid seedlings. (We have a few in 3" bands.) -----	30.00
SALIX <i>purpurea nana</i> . (Blue Asiatic Willow; one of the very best hedge plants. It will grow quickly in your fields to a fine money maker.) -----	8.00
SPIREA <i>Anthony Waterer</i> . (And these are true without mixtures.) -----	9.00
SPIREA <i>coccinea japonica</i> . (Very much like Anthony Waterer except that the bloom does not fade as much and the plants is inclined to be more dwarf. New.) ----	10.00
SPIREA <i>collosa alba</i> . (S. <i>japonica alba</i> ; white Japanese Spirea, dwarf.) -----	10.00
SPIREA <i>prunifolia plena</i> . (True Bridalwreath; rich fall coloring.) -----	9.00
SPIREA <i>thunbergi</i> . (Feathery light green foliage; pure white flowers in April and May.) -----	9.00
TAXUS <i>baccata repandens</i> . (Spreading English Yew.) ---	15.00
TAXUS <i>cuspidata</i> spreading. (Spreading Jap. Yew. You can't have too many.) -----	12.50
TAXUS <i>cuspidata capitata</i> . (Upright Japanese Yews from tip cuttings.) -----	15.00
TAXUS <i>cuspidata nana</i> . (True dwarf Japanese Yew. "Brevifolia" type.) -----	12.50
TAXUS <i>intermedia</i> . (Selected strain. We like them better than <i>cuspidata</i> .) -----	12.50
TAXUS <i>media browni</i> . (Broad upright type which branches to the ground, and can be sheared for low specimens.)	12.50
TAXUS <i>media cascio</i> . (Cascios Yew. We don't want to be responsible for naming more Yews, but this is kept separate from <i>browni</i> because it is of a darker color, and more rotund compact form.) -----	12.50
TAXUS <i>media columnaris-Moons</i> . (Moons columnar Yew; broad columnar form; good foliage.) -----	12.50
TAXUS <i>media hatfieldi</i> . (Hatfield Yew; compact cone-shaped.) -----	12.50
TAXUS <i>media hicksi</i> . (Hick's columnar Yew; hardy and good; heavy berry-bearing strain.) -----	12.50
TAXUS <i>media hunnewelli</i> . (Hunnewell's Yew; spreading form of somewhat greater hardiness than many; good grower.) -----	12.50
TAXUS <i>media thayerae</i> (Thayer's spreading Yew.) -----	12.50
TAXUS <i>media vermeulen</i> . (Vermeulen upright Yew. Broad base, narrow top.) -----	12.50
TAXUS <i>media wellesleyana</i> . (Dense broad columnar, with very dark foliage.) -----	12.50
THUJA <i>occ. elegantissima</i> . (Gold-tipped Arborvitae; one of the best Arborvitaes.) -----	12.50
THUJA <i>occ. globosa</i> Little Gem. (Very dwarf; dense and pretty.) -----	15.00
THUJA <i>occ. globosa Woodwardi</i> . (Probably one of the best of the globe Arborvitaes.) -----	12.50
THUJA <i>occ. nigra</i> . (The dark green form of American Arborvitae.) -----	12.50
THUJA <i>occ. pyramidalis</i> . (Pyramidal Arborvitae. Ours is a strain selected for good winter color and more compact growth.) -----	12.50



Banded Shrubs and Evergreens (Continued)

THUJA occ. wareana. (Ware's or Siberian Arborvitae; broad pyramid of superior hardiness.) -----	12.50
TSUGA canadensis. (Canadian Hemlock; see below "In Clay Pots".)	
VIBURNUM burkwoodi. (Fragrant Snowball; semi-evergreen, hardy and a very fine plant.) -----	22.50
VIBURNUM carlesi. (Very desirable fragrant form of Snowball.) -----	15.00
VIBURNUM dilatatum. (Linden Viburnum.) -----	12.50
VIBURNUM opulus-americanum. (American hibush cranberry.) -----	9.00
VIBURNUM opulus nanum. (Dwarf Viburnum.) -----	9.00
VIBURNUM opulus sterilis. (Common Snowball.) -----	9.00
VIBURNUM prunifolium. (Blackhaw. White blooms in May and June with black fruits following.) -----	9.00
VIBURNUM rhytidophyllum. (Leatherleaf Viburnum.) --	15.00
VIBURNUM setigerum. (Planted for its abundance of red berries.) -----	12.50
VIBURNUM sieboldi. (Japonicum. Blooms May and June. White followed by pink fruits changing black.) -----	15.00
VIBURNUM tomentosum. (Doublefile Viburnum.) -----	12.50
VIBURNUM tomentosum plicatum. (Japanese Snowball.)	17.50
VITEX macrophylla. (Large leafed lilac chastree. Blooms August - Sept.; gray-green leaves.) -----	9.00
WEIGELIA Eva Rathke. (True type; red Weigela; one of our specialities.) -----	9.00
WEIGELA floribunda. (Crimson Weigela; taller growing crimson flowering.) -----	9.00
WEIGELIA nana variegata. (Variegated leaf Weigela.) ----	9.00
WEIGELA vaniceki. (Another Red Weigela; supposed to be hardier than Eva Rathke.) -----	9.00

Liners in Clay Pots

Prices are "per 100"; 11 - 4" pots make a flatfull, and you'll do us a favor if you order in units of 11; 100 rates apply to 11, or multiples of 11. 20 - 3" pots make a flatfull and 100 rates apply to 20 or multiples of 20; not less than "flatfulls" are sold. Pots go with the plants.

MAGNOLIAS

alexandrina. (Large rosey-purple. One of the best growers.) 4" pots. -----	50.00
soulangeana. (Pink flowers.) 4" pots. -----	50.00
soulangeana nigra. (Tulip shaped; deep purple). 4" pots	50.00
stellata. (Star Magnolia. Semi-dwarf; white fragrant flowers.) 3" pots. -----	35.00
TSUGA canadensis (Canadian Hemlock.) 3" pots. -----	18.00

Perennial Liners in Plant Bands

ALL 2" BANDS

DICENTRA. (Bleedingheart.)

eximia. Fernleaved type. -----	8.00
spectabilis. True old-fashioned. -----	12.50

PHLOX SUBULATA. (Mountain Pinks.)

alba. Pure white -----	7.50
atropurpurea. Rich wine red. -----	7.50
Emerald Blue. Compact type, new. -----	7.50
rosea. Rose Pink. -----	7.50
vivid. Pink with dark eye. -----	7.50

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